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MEDIA CONTACT:

Mike Wilken, Public Relations Manager

Phone: 952-937-6761

Email: mike.wilken@chrobinson.com

C.H. Robinson's TMC Division Enters South American Marketplace

CHICAGO, IL. (Feb. 12, 2015) — TMC, a division of C.H. Robinson specializing in supply chain optimization, has expanded its operations to São Paulo, Brazil. TMC's [newest Global Control Tower®](#) location complements the Chicago-based division's other worldwide hubs in Amsterdam, Mumbai, Shanghai, and Wrocław.

The location of the São Paulo control tower is beneficial as many of TMC's current and prospective customers are large multinational shippers that have a presence in South America and are looking to achieve [global supply chain visibility](#) and control.

While the majority of C.H. Robinson's revenues come from providing freight transportation services and global logistics solutions to companies of all sizes, the TMC division is focused on helping companies organize and optimize their supply chains through technology and process management – a category the company created in 1999 called [Managed TMS®](#). This system blends the benefits of traditional logistics technology and third party (3PL) outsourcing through a cloud based global technology platform.

"TMC started out as an innovative concept 15 years ago and is now a central part of our global operations," said C.H. Robinson CEO John Wiehoff. The division's success demonstrates that our customers are looking to C.H. Robinson to help them navigate the complex world of global supply chains with the end goals of increasing control, improving performance, and maximizing cost savings. We believe that our customers' focus on supply chain optimization will continue to grow and sustain TMC's impressive trajectory."

TMC's global operations are [headquartered in Chicago](#) and led by Jordan Kass, President of Managed Services. Kass founded the TMC division in 1999 and has built it into a global operation. Today, TMC employs more than 380 people worldwide who manage more than 4 million shipments totaling approximately \$2.7 billion of freight under management.

Chris Brady was named Director of the São Paulo control tower and will lead a 50-person team focused on rapid growth based upon strong customer demand. Brady is a Certified Supply Chain Professional who has received Six Sigma Black Belt training. He has served as general manager of TMC Americas in Chicago for the past five years.

"Since the creation of this service and the evolution of our technology, I've seen supply chain optimization move from being a backroom issue to a boardroom issue," said Kass. "Major trends

such as globalization, complex multi-channel logistics networks, and supply chain talent shortages will continue to make supply chains a strategic focus for businesses of all sizes. The São Paulo expansion is the latest step in maintaining TMC's leadership position in the field and providing our customers with the talent, control, and visibility they need for best-in-class global supply chain management."

About TMC

C.H. Robinson offers Managed TMS® services through TMC, a global business unit with offices in Chicago, Amsterdam, Mumbai, Shanghai, Wrocław, and São Paulo. Managed TMS® services provide shippers with expertise and technology that drive both immediate and sustained cost savings throughout their transportation networks. Core components of this service include Six Sigma-based process engineering, advanced TMS technology, and onsite TMS power-users who serve as an extension of the shipper's staff. Over the past 15 years, TMC has exceeded client expectations for savings, productivity, supply chain improvements and carbon footprint reduction. For more information, visit <http://www.mytmc.com>.

About C.H. Robinson

Founded in 1905, C.H. Robinson is a global provider of multimodal logistics services, fresh produce sourcing, and information services to 46,000 customers through a network of more than 280 offices and over 11,000 employees around the world. The company works with 63,000 transportation providers worldwide. C.H. Robinson is a Fortune 500 company with annual revenues of \$12.8 billion in 2013.

Through the company and its charitable foundation, C.H. Robinson and its employees contribute millions of dollars annually to a variety of organizations, including the Juvenile Diabetes Research Foundation, Community Health Charities, American Red Cross, Children's Hospital and Clinics of Minnesota, and Global Impact. The company is headquartered in Eden Prairie, Minnesota, and has been publicly traded on the NASDAQ since 1997. For more information about C.H. Robinson, visit <http://www.chrobinson.com>.

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